

Message Text

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ACTION PM-04

INFO OCT-01 AF-08 ISO-00 NSC-05 SP-02 SS-15 L-03 CIAE-00
INR-07 NSAE-00 DODE-00 MC-02 ACDA-07 OMB-01 TRSE-00
AID-05 IGA-02 /062 W
-----221236 128919 /17

R 221204Z FEB 77

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 3705

C O N F I D E N T I A L KHARTOUM 0613

E.O. 11652: GDS

TAGS: MASS BEXP SU

SUBJECT: US MILITARY SALES TO SUDAN

1. SINCE BEGINNING OF YEAR THERE HAS BEEN FAIRLY CONTINUAL
STREAM US BUSINESSMEN VISITING KHARTOUM IN CONNECTION WITH
POTENTIAL MILITARY-RELATED SALES. VISITORS INCLUDE REPS
BOEING-VERTOL (HELICOPTERS), LOCKHEED (C-130), INTERNATIONAL
TECHNICAL PRODUCTS CO (RADAR, AIRPORT NAVAIDS), AND COLT
INDUSTRIES (M-16 RIFLES). LATER THIS WEEK NORTHROP REP
(F-5, COMMUNICATIONS EQUIPMENT) WILL BE IN KHARTOUM.

2. RECOGNIZING SENSITIVITY OF CERTAIN SALES, AND FACT THAT
USG POLICY STILL BEING FORMULATED, GOS HAS APPARENTLY DECIDED
NOT RPT NOT TO DISCUSS MILITARY NEEDS WITH US COMPANY REPS
UNLESS FIRMS FIRST ARE QUOTE CLEARED UNQUOTE BY EMBASSY.
THIS PROCEDURE FOLLOWED WITH LOCKHEED, ITP AND BOEING-VERTOL
VISITORS. WHILE SUDANESE EVIDENTLY HAVE CAST THEIR COMMENTS
IN TERMS BEING SURE FIRMS ARE RELIABLE RECIPIENTS GOS CLASS-
IFIED INFO, WE BELIEVE MAIN PURPOSE THIS PLOY IS TO AVOID
TALKING TO AMERICAN SALESMEN UNLESS THERE SOME ASSURANCE
USG WILL IN DUE COURSE AUTHORIZE SALES. THIS OBVIOUSLY CANNOT
BE PROVIDED ON BASIS GUIDANCE SO FAR RECEIVED FROM DEPT.

3. EMBASSY HAS DECLINED TAKE SUCH ACTION LEST GOS AUTHORITIES
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BE MISLED ABOUT OUR LICENSING AND SALES POLICIES. AT OUR
SUGGESTION, LOCKHEED REP LEFT KHARTOUM WITHOUT ANYTHING
EXCEPT PRELIMINARY CONTRACT AT MOD. SIMILARLY, WE DECLINED
MAKE APPOINTMENT FOR ITP REP (KHARTOUM 558) AND DISCUSSED
AIRPORT RADAR TENDER ONLY IN GENERAL TERMS.

4. NET RESULT IS THAT MANY COMPANY REPS HAVE COME TO KHARTOUM,

OFTEN ALL THE WAY FROM US, WITHOUT HAVING SUBSTANTIVE DISCUSSIONS WITH LOCAL OFFICIALS. THIS BEING CASE, EMBASSY RECOMMENDS THAT FIRMS WHO APPROACH STATE, DEFENSE OR COMMERCE SHOULD BE INFORMED PRIOR THEIR VISIT TO SUDAN THAT EMBASSY AT PRESENT NOT IN POSITION ARRANGE APPOINTMENTS WITH MOD OR ENDORSE FIRMS UNLESS PRIOR AUTHORIZATION RECEIVED FROM DEPT.
BREWER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EMBASSY MEETINGS FOR BUSINESSMEN, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
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Disposition History: n/a
Disposition Reason:
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SAS ID: 3267131
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Subject: US MILITARY SALES TO SUDAN
TAGS: MASS, BEXP, SU, US
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